

PRODUCERS' QUESTIONNAIRE
INTERNAL COMBUSTION INDUSTRIAL FORKLIFT TRUCKS FROM JAPAN

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than September 9, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review concerning internal combustion industrial forklift trucks from Japan (inv. No. 731-TA-377 (Second Review)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm produced internal combustion industrial ("ICI") forklift trucks (as defined in the instruction booklet) at any time since January 1, 1999?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I.--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 40 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Do you support or oppose continuation of the antidumping duty order currently in place for internal combustion industrial ("ICI") forklift trucks from Japan? Please explain.

☐ Support ☐ Oppose ☐ Take no position

- I-4. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ICI forklift trucks from Japan into the United States or which are engaged in exporting ICI forklift trucks from Japan to the United States?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing ICI forklift trucks from countries other than Japan into the United States or which are engaged in exporting ICI forklift trucks from countries other than Japan to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of ICI forklift trucks?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-8. In Parts II and IV of this questionnaire we request a copy of your company's business plan. Does your company or any related firm have a business plan or any internal documents that describe, discuss, or analyze expected future market conditions for ICI forklift trucks?

☐ No ☐ Yes--Please provide the requested documents. If you are not providing the requested documents, please explain why not.

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Cynthia Trainor (202-205-3354; e-mail: cynthia.trainor@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No.

E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of ICI forklift trucks since January 1, 1999?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Does your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ICI forklift trucks in the future?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue. **Include in your response a specific projection of your firm's capacity to produce ICI forklift trucks (in number of trucks) for 2005 and 2006.**

II-4. Would your firm anticipate any changes in the character of your operations or organization (as noted above) relating to the production of ICI forklift trucks in the future if the antidumping duty order on ICI forklift trucks from Japan were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-5. Has your firm since January 1, 1999 produced, or does your firm anticipate producing in the future, other products on the same equipment and machinery used in the production of ICI forklift trucks and/or using the same production and related workers employed to produce ICI forklift trucks?

☐ No

☐ Yes--List the following information and report your firm's combined production capacity and production of these products and ICI forklift trucks in the periods indicated.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of capacity and employment data (indicate if different)</u>
_____	_____	_____
_____	_____	_____

(Quantity in number of trucks)								
Item	1999	2000	2001	2002	2003	2004	Jan.- Jun. 2004	Jan.- Jun. 2005
AVERAGE PRODUCTION CAPACITY								
PRODUCTION OF ICI FORKLIFT TRUCKS FROM:								
Your firm's U.S. frames								
Other U.S. frames								
Japanese frames								
Other foreign frames								
PRODUCTION OF OTHER TRUCKS								

II-6. Please describe the constraint(s) that set the limit(s) on your production capacity.

II-7. Has your firm since 1999 produced, or does your firm anticipate producing in the future, other products using the same production and related workers employed, including, but not limited to, the same assembly line or bay assembly used in the production of internal combustion industrial forklift trucks?

☐ No

☐ Yes--List the following information.

<u>Product</u>	<u>Period</u>	<u>Basis for allocation of employment data</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8a. Is your firm able to switch production between ICI forklift trucks and other products in response to a relative change in the price of ICI forklift trucks vis-a-vis the price of other products, using the same equipment and labor?

☐ No

☐ Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from ICI forklift trucks .

II-8b. Is the internal combustion industrial forklift truck industry subject to business cycles and conditions of competition distinctive to this industry? Please explain and provide estimates of the duration and magnitude of any business cycles.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9a. **Frames Only**--Report your firm's average production capacity, production, shipments, inventories, and employment related to the **production of frames for ICI forklift trucks** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in number of frames, value in \$1,000)						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (quantity)						
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
PRODUCTION (quantity)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value ² of internal consumption						
Transfers to related firms:						
Quantity of transfers to related firms						
Value ² of transfers to related firms						
EXPORT SHIPMENTS:³						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES⁴ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO DEALERS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (value)						

¹ The average production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below:

³ Identify your principal export markets: _____.

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No--Please explain: _____.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9b. **Frames Only**--Report your firm's average production capacity, production, shipments, inventories, and employment related to the **production of frames for ICI forklift trucks** in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in number of frames, value in \$1,000)</i>		
Item	January-June 2004	January-June 2005
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION (<i>quantity</i>)		
U.S. SHIPMENTS:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption:		
Quantity of internal consumption		
Value ² of internal consumption		
Transfers to related firms:		
Quantity of transfers to related firms		
Value ² of transfers to related firms		
EXPORT SHIPMENTS:³		
Quantity of export shipments		
Value of export shipments		
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO DEALERS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		
¹ The average production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>		
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2004 and 2005 below: <hr/>		
³ Identify your principal export markets: _____. 		
⁴ Reconciliation of data. --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10a. Report your firm's average production capacity, production, shipments, inventories, and employment related to the **production of ICI forklift trucks** from U.S.-produced frames in your U.S. establishment(s) during the specified periods. Copy page as necessary. (See definitions in the instruction booklet.)

<i>(Quantity in number of trucks, value in \$1,000)</i>						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY ¹ (<i>quantity</i>)						
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)						
PRODUCTION (<i>quantity</i>)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value ² of internal consumption						
Transfers to related firms:						
Quantity of transfers to related firms						
Value ² of transfers to related firms						
EXPORT SHIPMENTS: ³						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)						
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)						
U.S. SHIPMENTS TO DEALERS (<i>quantity</i>)						
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (<i>1,000 hours</i>)						
WAGES PAID TO PRWs (<i>value</i>)						
¹ The average production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).						
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below:						
³ Identify your principal export markets: _____						
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____						

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10b. Report your firm's average production capacity, production, shipments, inventories, and employment related to the **production of ICI forklift trucks** from U.S.-produced frames in your U.S. establishment(s) during the specified periods. Copy page as necessary. (See definitions in the instruction booklet.)

(Quantity in number of trucks, value in \$1,000)		
Item	January-June 2004	January-June 2005
AVERAGE PRODUCTION CAPACITY¹ (<i>quantity</i>)		
BEGINNING-OF-PERIOD INVENTORIES (<i>quantity</i>)		
PRODUCTION (<i>quantity</i>)		
U.S. SHIPMENTS:		
Commercial shipments:		
<i>Quantity</i> of commercial shipments		
<i>Value</i> of commercial shipments		
Internal consumption:		
<i>Quantity</i> of internal consumption		
<i>Value²</i> of internal consumption		
Transfers to related firms:		
<i>Quantity</i> of transfers to related firms		
<i>Value²</i> of transfers to related firms		
EXPORT SHIPMENTS:³		
<i>Quantity</i> of export shipments		
<i>Value</i> of export shipments		
END-OF-PERIOD INVENTORIES⁴ (<i>quantity</i>)		
U.S. SHIPMENTS TO DISTRIBUTORS (<i>quantity</i>)		
U.S. SHIPMENTS TO DEALERS (<i>quantity</i>)		
U.S. SHIPMENTS TO END USERS (<i>quantity</i>)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (<i>1,000 hours</i>)		
WAGES PAID TO PRWs (<i>value</i>)		
¹ The average production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).		
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2004 and 2005 below:		
³ Identify your principal export markets: _____.		
⁴ <u>Reconciliation of data.</u> --Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?		
<input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11a. **TOTAL ICI forklift truck production.** Report your firm's average production capacity, production, shipments, inventories, and employment related to the **TOTAL production of ICI forklift trucks** in your U.S. establishment(s) during the specified periods. Totals should be the sum of all ICI forklift truck production regardless of where the frame is produced.

(Quantity in number of trucks, value in \$1,000)						
Item	1999	2000	2001	2002	2003	2004
AVERAGE PRODUCTION CAPACITY¹ (quantity)						
BEGINNING-OF-PERIOD INVENTORIES (quantity)						
PRODUCTION (quantity)						
U.S. SHIPMENTS:						
Commercial shipments:						
Quantity of commercial shipments						
Value of commercial shipments						
Internal consumption:						
Quantity of internal consumption						
Value ² of internal consumption						
Transfers to related firms:						
Quantity of transfers to related firms						
Value ² of transfers to related firms						
EXPORT SHIPMENTS:³						
Quantity of export shipments						
Value of export shipments						
END-OF-PERIOD INVENTORIES⁴ (quantity)						
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)						
U.S. SHIPMENTS TO DEALERS (quantity)						
U.S. SHIPMENTS TO END USERS (quantity)						
AVERAGE NUMBER OF PRWs						
HOURS WORKED BY PRWs (1,000 hours)						
WAGES PAID TO PRWs (value)						

¹ The average production capacity (see definitions in instruction booklet) reported is based on operating ____ hours per week, ____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary).

² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999-2004 below:

³ Identify your principal export markets: _____.

⁴ **Reconciliation of data.**--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No--Please explain: _____.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-11b. **TOTAL ICI forklift truck production.** Report your firm's average production capacity, production, shipments, inventories, and employment related to the **TOTAL production of ICI forklift trucks** in your U.S. establishment(s) during the specified periods. Totals should be the sum of all ICI forklift truck production regardless of where the frame is produced.

(Quantity in number of trucks, value in \$1,000)		
Item	January-June 2004	January-June 2005
AVERAGE PRODUCTION CAPACITY ¹ (quantity)		
BEGINNING-OF-PERIOD INVENTORIES (quantity)		
PRODUCTION (quantity)		
U.S. SHIPMENTS:		
Commercial shipments:		
Quantity of commercial shipments		
Value of commercial shipments		
Internal consumption:		
Quantity of internal consumption		
Value ² of internal consumption		
Transfers to related firms:		
Quantity of transfers to related firms		
Value ² of transfers to related firms		
EXPORT SHIPMENTS: ³		
Quantity of export shipments		
Value of export shipments		
END-OF-PERIOD INVENTORIES ⁴ (quantity)		
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)		
U.S. SHIPMENTS TO DEALERS (quantity)		
U.S. SHIPMENTS TO END USERS (quantity)		
AVERAGE NUMBER OF PRWs		
HOURS WORKED BY PRWs (1,000 hours)		
WAGES PAID TO PRWs (value)		
¹ The average production capacity (see definitions in instruction booklet) reported is based on operating _____ hours per week, _____ weeks per year. Please describe the methodology used to calculate production capacity, and explain any changes in reported capacity (use additional pages as necessary). <hr/>		
² Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for January-June 2004 and 2005 below: <hr/>		
³ Identify your principal export markets: _____ ⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____		

PART II.--TRADE AND RELATED INFORMATION--Continued

II-12. If you reported transfers to related firms in questions II-9 through II-11, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

II-13a. If your firm experienced a decline in domestic production of ICI forklift trucks either manufactured from U.S. produced frames or non-U.S.-produced frames, after January 1, 1999, please identify the reasons for such a decline.

II-13b. If your firm experienced a decline in domestic production of ICI forklift truck frames after January 1, 1999, please identify the reasons for such a decline.

II-14. The definition of "ICI forklift trucks" includes certain components used in forklift trucks, namely the frame and the frame with attached components. With respect to the frame and the frame with attached components, does your firm use the same frames / components that it produces for use in finished ICI forklift trucks for use in other finished articles as well?

☐ No ☐ Yes--Indicate approximately what proportion of your production of these components went to various finished articles in 2004:

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
Frames:		Frames plus attached components:	
For ICI		For ICI	
forklift trucks	_____	forklift trucks	_____
For _____	_____	For _____	_____
For _____	_____	For _____	_____
Total	100	Total	100

PART II.--TRADE AND RELATED INFORMATION--*Continued*

- II-15. Please describe the market for the upstream articles (frames and frames with attached components) and the downstream articles (finished ICI forklift trucks). Are there separate markets for the upstream and downstream articles?

- II-16. Please describe any differences in the physical characteristics and functions of the upstream and downstream articles.

- II-17. If your firm produces finished ICI forklift trucks, please describe the process by which your firm transforms less-than-complete ICI forklift trucks into finished trucks. Please include in your description an indication of the level of expertise required by your U.S. assembly operations, and the degree of value added by such operations.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-18. Other than direct imports, has your firm otherwise purchased ICI forklift truck frames, incomplete ICI forklift trucks, or complete ICI forklift trucks since January 1, 1999? Copy page as necessary. (See definitions in the instruction booklet.)

☐ No

☐ Yes--Report such purchases below for the specified periods.¹

Photocopy this page, as needed, and report separately for each type of truck based upon the specified degree of completion.

☐ Frame Only

☐ Incomplete Truck (Frame plus at least one component)²
☐ Complete Truck

(Quantity in number of units, value in \$1,000)								
Item	1999	2000	2001	2002	2003	2004	Jan.- Jun. 2004	Jan.- Jun. 2005
PURCHASES FROM U.S. IMPORTERS³ OF PRODUCT FROM--								
JAPAN:								
Quantity								
Value								
ALL OTHER COUNTRIES:								
Quantity								
Value								
PURCHASES FROM DOMESTIC PRODUCERS:³								
Quantity								
Value								
PURCHASES FROM OTHER SOURCES:³								
Quantity								
Value								
¹ Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate.								
² Please list the component(s) that are attached to the purchased incomplete forklift trucks.								
³ Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier.								

PART II--TRADE AND RELATED INFORMATION--Continued

II-19. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of ICI forklift trucks?

☐ No ☐ Yes--Name firm(s): _____

II-20. Does your firm produce ICI forklift trucks in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

II-21. Since January 1, 1999, has your firm imported ICI forklift trucks?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

II-22. Describe the significance of the existing antidumping duty order covering imports of ICI forklift trucks from Japan in terms of its effect on your firm's production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, and asset values. You may wish to compare your firm's operations before and after the imposition of the order.

II-23. Would your firm anticipate any changes in its production capacity, production, U.S. shipments, inventories, purchases, employment, revenues, costs, profits, cash flow, capital expenditures, research and development expenditures, or asset values relating to the production of ICI forklift trucks in the future if the antidumping duty order on ICI forklift trucks from Japan were to be revoked?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes and provide underlying assumptions, along with relevant portions of business plans or other supporting documentation, for any trends or projections you may provide.

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Chand Mehta (202-205-3174 or Chand.Mehta@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 If your fiscal year changed during the period examined, explain below: _____
- B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
3. How often did your firm (or parent company) prepare financial statements (including annual reports, 10Ks)? Please check relevant items below.
 Audited ___ unaudited ___ annual reports ___ 10Ks ___ 10Qs ___
 Monthly ___ quarterly ___ semi-annually ___ annually ___
4. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes ICI forklift trucks, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you produced in the facilities in which you produced internal combustion industrial forklift trucks, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6a. **Non-lease operations on ICI forklift trucks with a U.S.-produced frame (see page 4 for complete definition in general information booklet)** .--Report the revenue and related cost information requested below on the ICI forklift trucks non-lease operations (i.e. excluding lease agreements which should be reported in question III-8) of your U.S. establishment(s).¹ Note that sales to related firms (including internal consumption) must be valued at fair market value and purchases from related firms must be at cost. If you are selling through your related selling company, provide sales quantities and value of your selling company and related consolidated cost of your manufacturing and selling companies. Please footnote any start-up, shut down, restructuring and other non-recurring items including a description, the period, amount, and line item affected. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

(Quantity in number of trucks, value in \$1,000)								
Item	Fiscal years ended-						January-June	
							2004	2005
Net sales quantities:²								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales quantities								
Net sales values:²								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales values								
Cost of goods sold (including company transfers):								
Raw materials:								
Imported								
Domestic								
Direct labor								
Other factory costs								
Total cost of goods sold								
Gross profit or (loss)								
Selling, general, and administrative (SG&A) expenses:								
Selling expenses								
General and administrative expenses								
Total SG&A expenses								
Operating income or (loss)								
Other income and expenses:								
Interest expense								
All other expense items								
Continued Dumping and Subsidy Offset Act funds received ³								
All other income items								
All other income or expenses, net								
Net income or (loss) before income taxes								
Depreciation/amortization included above								
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the non-lease shipment data reported in Part II of this questionnaire. ³ Commonly referred to as the "Byrd Amendment".								

PART III.--FINANCIAL INFORMATION--Continued

III-6b. **Non-lease operations on all U.S.-produced ICI forklift trucks (regardless of where the frame is produced) (see page 4 for complete definition in general information booklet).**--Report the revenue and related cost information requested below on the ICI forklift trucks non-lease operations (i.e. excluding lease agreements which should be reported in question III-8a) of your U.S. establishment(s).¹ Note that sales to related firms (including internal consumption) must be valued at fair market value and purchases from related firms must be at cost. If you are selling through your related selling company, provide sales quantities and value of your selling company and related consolidated cost of your manufacturing and selling companies. Please footnote any start-up, shut down, restructuring and other non-recurring items including a description, the period, amount, and line item affected. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

(Quantity in number of trucks, value in \$1,000)								
Item	Fiscal years ended-						January-June	
							2004	2005
Net sales quantities:²								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales quantities								
Net sales values:²								
Commercial sales								
Internal consumption								
Transfers to related firms								
Total net sales values								
Cost of goods sold (including company transfers):								
Raw materials:								
Imported								
Domestic								
Direct labor								
Other factory costs								
Total cost of goods sold								
Gross profit or (loss)								
Selling, general, and administrative (SG&A) expenses:								
Selling expenses								
General and administrative expenses								
Total SG&A expenses								
Operating income or (loss)								
Other income and expenses:								
Interest expense								
All other expense items								
Continued Dumping and Subsidy Offset Act funds received ³								
All other income items								
All other income or expenses, net								
Net income or (loss) before income taxes								
Depreciation/amortization included above								
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the non-lease shipment data reported in Part II of this questionnaire. ³ Commonly referred to as the "Byrd Amendment".								

PART III.--FINANCIAL INFORMATION--Continued

III-7a. **Value added for ICI forklift trucks with a U.S.-produced frame.**--Provide the data requested below for the largest model of ICI forklift trucks that you produced during your last full fiscal year. (See definitions in the instruction booklet.)

Model: _____ U.S. sales (trucks) during last fiscal year: _____

U.S. sales (dollars) during last fiscal year: _____ Period of production: _____

For each of the components listed in part A, report the total unit cost (column 1, which is the sum of columns 2 and 3), the cost of the foreign content of each unit (column 2), the cost of the domestic content of each unit (column 3, which is the sum of columns 4 and 5), and the source(s) by country (column 6). Report in column 5 only the direct labor costs and factory overhead costs added by your company; if your company purchased the component and added no costs, report the purchase in column 2 and/or 4, as appropriate. If costs or sourcing patterns changed during your last full fiscal year, provide weighted-average values. Direct labor and factory overhead costs associated with the final assembly of the components into internal-combustion industrial forklift trucks should be reported in part B (costs associated with the overall product). Do not duplicate costs in parts A and B.

(In dollars per truck)						
Item	Total unit cost (1)	Foreign content (2)	Domestic content		Source(s) (6)	
			Total domestic content (3)	Labor and factory overhead (5)		
PART A.--COMPONENTS:						
Frame						
Mast or Upright						
Hydraulic System						
Engine						
Transmission						
Drive & Steering axles						
All other components						
Subtotal, Part A						
PART B.--OVERALL PRODUCT						
Assembly labor				XXXXXXXXXX:XXXXXXXXXX:		
Design and testing				XXXXXXXXXX:XXXXXXXXXX:		
Factory overhead				XXXXXXXXXX:XXXXXXXXXX:		
Selling, general, and administrative				XXXXXXXXXX:XXXXXXXXXX:		
Other ()				XXXXXXXXXX:XXXXXXXXXX:		
Subtotal, Part B				XXXXXXXXXX:XXXXXXXXXX:		
PART C.--TOTAL COSTS:						
PART A + PART B						

DOMESTIC VALUE ADDED TO PRODUCT:

Component labor and factory overhead subtotal, from Part A, column (5) above _____

Overall product domestic content subtotal, from Part B, column (3) above _____

Total domestic value added (sum of above 2 lines) _____

PART III.--FINANCIAL INFORMATION--Continued

III-7b. **Value added for all U.S.-produced ICI forklift trucks (regardless of where the frame is produced).**--Provide the data requested below for the largest model of ICI forklift trucks that you produced during your last full fiscal year. (See definitions in the instruction booklet.)

Model: _____ U.S. sales (trucks) during last fiscal year: _____

U.S. sales (dollars) during last fiscal year: _____ Period of production: _____

For each of the components listed in part A, report the total unit cost (column 1, which is the sum of columns 2 and 3), the cost of the foreign content of each unit (column 2), the cost of the domestic content of each unit (column 3, which is the sum of columns 4 and 5), and the source(s) by country (column 6). Report in column 5 only the direct labor costs and factory overhead costs added by your company; if your company purchased the component and added no costs, report the purchase in column 2 and/or 4, as appropriate. If costs or sourcing patterns changed during your last full fiscal year, provide weighted-average values. Direct labor and factory overhead costs associated with the final assembly of the components into internal-combustion industrial forklift trucks should be reported in part B (costs associated with the overall product). Do not duplicate costs in parts A and B.

(In dollars per truck)						
Item	Total unit cost (1)	Foreign content (2)	Domestic content		Source(s) (6)	
			Total domestic content (3)	Raw material (4)		Labor and factory overhead (5)
PART A.--COMPONENTS:						
Frame						
Mast or Upright						
Hydraulic System						
Engine						
Transmission						
Drive & Steering axles						
All other components						
Subtotal, Part A						
PART B.--OVERALL PRODUCT						
Assembly labor				XXXXXXXXXX:XXXXXXXXXX:		
Design and testing				XXXXXXXXXX:XXXXXXXXXX:		
Factory overhead				XXXXXXXXXX:XXXXXXXXXX:		
Selling, general, and administrative				XXXXXXXXXX:XXXXXXXXXX:		
Other ()				XXXXXXXXXX:XXXXXXXXXX:		
Subtotal, Part B				XXXXXXXXXX:XXXXXXXXXX:		
PART C.--TOTAL COSTS:						
PART A + PART B						

DOMESTIC VALUE ADDED TO PRODUCT:

Component labor and factory overhead subtotal, from Part A, column (5) above _____

Overall product domestic content subtotal, from Part B, column (3) above _____

Total domestic value added (sum of above 2 lines) _____

PART III.--FINANCIAL INFORMATION--Continued

III-8a. **Leasing operations on ICI forklift trucks with a U.S.-produced frame (see page 4 for complete definition in general information booklet).**--Report the revenue and related cost information requested below on the ICI forklift trucks leasing operations of your U.S. establishment(s).¹ Note that leases to related firms must be valued at fair market value and purchases from related firms must be at cost. If you are leasing through your related leasing company, provide lease quantities and values of your leasing company and related consolidated cost of your manufacturing and leasing companies. Please footnote any start-up, shut down, restructuring and other non-recurring items including a description, the period, amount, and line item affected. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

(Quantity in number of trucks, value in \$1,000)								
Item	Fiscal years ended-						January-June	
							2004	2005
Net leases quantities²								
Net leases revenues²								
Recognized cost of goods sold for leases:								
Raw materials:								
Imported								
Domestic								
Direct labor								
Other factory costs								
Total recognized cost of goods sold								
Gross profit or (loss)								
SG&A expenses								
Operating income or (loss)								
Other income and expenses:								
Interest expense								
All other expense items								
All other income items								
All other income or expenses, net								
Net income or (loss) before income taxes								
Depreciation/amortization included above								
¹ Include only leases (whether domestic or export) and recognized costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and revenues should approximate the lease data reported in Part II of this questionnaire.								

PART III.--FINANCIAL INFORMATION--Continued

III-8b. **Leasing operations on all U.S.-produced ICI forklift trucks (regardless of where the frame is produced) (see page 4 for complete definition in general information booklet).**--Report the revenue and related cost information requested below on the ICI forklift trucks leasing operations of your U.S. establishment(s).¹ Note that leases to related firms must be valued at fair market value and purchases from related firms must be at cost. If you are leasing through your related leasing company, provide lease quantities and values of your leasing company and related consolidated cost of your manufacturing and leasing companies. Please footnote any start-up, shut down, restructuring and other non-recurring items including a description, the period, amount, and line item affected. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

(Quantity in number of trucks, value in \$1,000)								
Item	Fiscal years ended-						January-June	
							2004	2005
Net leases quantities²								
Net leases revenues²								
Recognized cost of goods sold for leases:								
Raw materials:								
Imported								
Domestic								
Direct labor								
Other factory costs								
Total recognized cost of goods sold								
Gross profit or (loss)								
SG&A expenses								
Operating income or (loss)								
Other income and expenses:								
Interest expense								
All other expense items								
All other income items								
All other income or expenses, net								
Net income or (loss) before income taxes								
Depreciation/amortization included above								
¹ Include only leases (whether domestic or export) and recognized costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and revenues should approximate the lease data reported in Part II of this questionnaire.								

PART III.--FINANCIAL INFORMATION--Continued

- III-9. **Commercial sales-only operations of ICI forklift truck frames.**--Report the revenue and related cost information requested below on the ICI forklift truck frame operations (i.e. excluding frames you produced and then used to produce ICI forklift trucks) of your U.S. establishment(s).¹ If you are selling through your related selling company, provide sales quantities and value of your selling company and related consolidated cost of your manufacturing and selling companies. Please footnote any start-up, shut down, restructuring and other non-recurring items including a description, the period, amount, and line item affected. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods. If your firm was involved in tolling operations (either as the toller or as the tollee), please contact Chand Mehta at (202) 205-3174 before completing this section of the questionnaire.

(Quantity in number of frames, value in \$1,000)								
Item	Fiscal years ended-						January-June	
							2004	2005
Net sales quantities:²								
Commercial sales								
Net sales values:²								
Commercial sales								
Cost of goods sold (excluding company transfers):								
Raw materials:								
Imported								
Domestic								
Direct labor								
Other factory costs								
Total cost of goods sold								
Gross profit or (loss)								
SG&A expenses								
Operating income or (loss)								
Other income and expenses:								
Interest expense								
All other expense items								
All other income items								
All other income or expenses, net								
Net income or (loss) before income taxes								
Depreciation/amortization included above								
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the shipment data reported in Part II of this questionnaire.								

PART III.--FINANCIAL INFORMATION--Continued

- III-10. Asset values.--Report the total assets associated with the production, warehousing, and sale of ICI forklift trucks whether leased or not, and truck frames. If your firm does not maintain some or all of the specific asset data in the normal course of business, please estimate it based upon some rational method (such as production, sales, or costs) that is consistent with your cost allocations in the previous question. Your finished goods inventory value should be consistent with the inventory quantity data reported in Part II. Provide data as of the end of your six most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)						
Value of	Fiscal years ended-					
Assets associated with the production, warehousing, and sale of product:						
1. Current assets:						
A. Cash and equivalents						
B. Accounts receivable, net						
C. Inventories (finished goods)						
D. Inventories (raw materials and work in process)						
E. All other current assets						
F. Total current assets (lines 1.A. through 1.E.)						
2. Property, plant, and equipment						
A. Original cost of property, plant, and equipment						
B. Less: Accumulated depreciation						
C. Equals: Book value of property, plant, and equipment						
3. All other non-current assets						
4. Total assets (lines 1.F., 2.C., and 3)						

- III-11. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on ICI forklift trucks whether leased or not, and truck frames. Provide data for your six most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)								
Item	Fiscal years ended-						January-June	
							2004	2005
Capital expenditures								
Research and development expenditures								

PART III.--FINANCIAL INFORMATION--Continued

III-12. Please list major capital investments during the period examined, and identify the source of funds for these capital investments.

<u>Major capital investment(s):</u>	<u>Amount</u>	<u>Month/year</u>	<u>Source</u>
_____	_____		
_____	_____		
_____	_____		
_____	_____		
_____	_____		
_____	_____		

III-13. Please provide the value (in \$1,000) of your firm's major domestically-produced and foreign-sourced components used in the production of ICI forklift trucks (regardless of where the frame is produced) during fiscal year 2004.

Item	Domestically produced	Sourced from Japan	Sourced from other foreign countries
Frame			
Mast or upright			
Hydraulic system			
Engine			
Transmission			
Drive & steering axles			
All other components			
Total			

PART IV.--PRICING AND MARKET FACTORS

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
 Name and title

 Phone No. E-mail address

Section IV-A.--PRICE DATA

This section requests quarterly sales quantity and value data concerning your firm's U.S. commercial shipments to U.S. dealers and national-account end users UNRELATED (by ownership) to your firm for the specified six products produced in the United States by your firm and shipped during January 1999-June 2005. Please report separately for your firm's U.S.-produced ICI forklift trucks produced with U.S.-produced frames and your firm's U.S.-produced ICI forklift trucks produced with imported frames (i.e., frames produced in countries other than the United States). Values should be for arms-length sales to unrelated U.S. customers, f.o.b. your U.S. point(s) of shipment, net of returns, refunds, discounts, and credits.

NOTE: For sales to U.S. dealers, combine the selling price data for such sales from your firm's U.S. production facility(ies) and through/from any U.S. distributors related (by ownership) to your firm.

NOTE: For sales to U.S. national-account end users, combine the selling price data for such sales from your firm's U.S. production facility(ies) and through/from any U.S. distributors or dealers related (by ownership) to your firm. In addition, for your firm's selling price data to national-account end users, show separately, as provided in the table, shipments that involve (1) both outright sales (national-account end users take ownership) and full-payout/dollar-option/finance leases and shipments that involve (2) fair-market/operating leases.

Note: Report the requested price data for your firm's U.S.-produced ICI forklift trucks with U.S.-produced frames in table IV-A.1 and the requested price data for your firm's U.S.-produced ICI forklift trucks with imported frames in table IV-A.2.

Product 1.—New internal combustion engine forklift trucks, cushion tires, 3,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 2.—New internal combustion engine forklift trucks, pneumatic tires, 3,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 3.—New internal combustion engine forklift trucks, cushion tires, 5,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-A.--PRICE DATA--Continued

Product 4.—New internal combustion engine forklift trucks, pneumatic tires, 5,000 pound basic lift capacity, gasoline engine, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 5.—New internal combustion engine forklift trucks, pneumatic tires, 8,000 pound basic lift capacity, gasoline engine, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

Product 6.—New internal combustion engine forklift trucks, pneumatic tires, 8,000 pound basic lift capacity, liquid petroleum gas (propane, butane, methane, etc.) system, power shift (automatic) transmission, and a three-stage mast with a maximum lift height of 165-200 inches.

COPY THE FOLLOWING PAGES AS NECESSARY. Complete a separate page for each of the specified products produced and sold/leased by your firm; check the box for the appropriate product number provided at the top of the table for each separate page.

PLEASE PROVIDE IN THE SPACE BELOW YOUR FIRM'S CRITERIA/BASES FOR DESIGNATING A U.S. END USER AS A NATIONAL ACCOUNT.

EXPLAIN BELOW THE IMPORTANCE OF QUANTITY PURCHASED IN SUCH A DESIGNATION AND WHETHER RESULTING PRICES OF ICI FORKLIFT TRUCKS TO NATIONAL-ACCOUNT END USERS ARE TYPICALLY LOWER THAN TO ALL YOUR OTHER END USER CUSTOMERS.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-A.--PRICE DATA--Continued****Table. IV-A.1 U.S.-produced ICI forklift trucks with U.S.-produced frames.**

☐ Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6

(Quantity in number of ICI forklift trucks, value in dollars)						
Period of shipment	Unrelated U.S. dealers		U.S. national-account end users			
			Outright sales and full-payout/dollar-option/finance leases		Fair-market/operating leases	
	Quantity	Value ¹	Quantity	Value ¹	Quantity	Value ¹
1999:						
January-March						
April-June						
July-September						
October-December						
2000:						
January-March						
April-June						
July-September						
October-December						
2001:						
January-March						
April-June						
July-September						
October-December						
2002:						
January-March						
April-June						
July-September						
October-December						
2003:						
January-March						
April-June						
July-September						
October-December						
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-A.--PRICE DATA--Continued****Table. IV-A.2 U.S.-produced forklift trucks with imported frames.**

☐ Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐ Product 6

(Quantity in number of ICI forklift trucks, value in dollars)						
Period of shipment	Unrelated U.S. dealers		U.S. national-account end users			
			Outright sales and full-payout/dollar-option/finance leases		Fair-market/operating leases	
	Quantity	Value ¹	Quantity	Value ¹	Quantity	Value ¹
1999:						
January-March						
April-June						
July-September						
October-December						
2000:						
January-March						
April-June						
July-September						
October-December						
2001:						
January-March						
April-June						
July-September						
October-December						
2002:						
January-March						
April-June						
July-September						
October-December						
2003:						
January-March						
April-June						
July-September						
October-December						
2004:						
January-March						
April-June						
July-September						
October-December						
2005:						
January-March						
April-June						

¹ Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point(s) of shipment.

PART IV.--PRICING AND MARKET FACTORS--Continued

Unless otherwise instructed, please answer all questions in the rest of part IV based on your firm's total U.S. sales of its U.S.-produced ICI forklift trucks to all U.S. customers during January 1999-June 2005. If your responses differ by sales to different types of U.S. customers (end users, types of end users (national accounts versus other end users), related or unrelated dealers, or related or unrelated distributors), types/sizes of ICI forklift trucks that you produce, or produced with U.S.-produced or imported frames please explain in the margin or attach a separate response. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.** *Unless otherwise specified, sales refer to sales and leases.*

Section IV-B.--PRICE-RELATED QUESTIONS

- IV-B-1. Approximately what U.S. shipment quantity (number of ICI forklift trucks) of your firm's total sales of its U.S.-produced ICI forklift trucks in 2004 were on a (1) long-term contract/agreement basis (multiple deliveries for more than 12 months), (2) short-term contract/agreement basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)? Report separately, as indicated for shipments to unrelated (by ownership) customers and related (by ownership) customers. Report separately for sales of your firm's U.S. produced ICI forklift trucks with U.S.-produced frames and your firm's U.S.-produced ICI forklift trucks with imported frames.

Type of sale	Shipment quantity (number of U.S.-produced ICI forklift trucks)			
	With U.S.-produced frames		With imported frames	
	To unrelated customers	To related customers	To related customers	To unrelated customers
Long-term				
Short-term				
Spot				

- IV-B-2. If you sell on a long-term contract/agreement basis, please answer the following questions with respect to provisions of a typical long-term contract/agreement.

- (a) What is the average duration of a contract/agreement? _____
- (b) Can prices be renegotiated during the contract/agreement period? _____
- (c) Does the contract/agreement fix quantity, price, or both? _____
- (d) Does the contract/agreement have a meet or release provision? _____

- IV-B-3. If you sell on a short-term contract/agreement basis, please answer the following questions with respect to provisions of a typical short-term contract/agreement.

- (a) What is the average duration of a contract/agreement? _____
- (b) Can prices be renegotiated during the contract/agreement period? _____
- (c) Does the contract/agreement fix quantity, price, or both? _____
- (d) Does the contract/agreement have a meet or release provision? _____

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--PRICE-RELATED QUESTIONS**

- IV-B-4. Please describe how your firm determines the prices that it charges for sales of its U.S.-produced ICI forklift trucks (transaction by transaction negotiation, contracts/agreements for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

Long-term: _____

Short-term: _____

Spot: _____

- IV-B-5. Please describe the bases for any price discounting by your firm (quantity discounts, annual total volume discounts, etc.), whether a formal policy or as needed for selected customers.

- IV-B-6. What are your firm's typical sales terms for its U.S.-produced ICI forklift trucks (e.g., 2/10 net 30 days)? _____ On what basis are your prices of domestic ICI forklift trucks usually quoted (e.g., f.o.b. your warehouse, or delivered)? _____

- IV-B-7. What is the average lead time (days) between a customer's order and the date of delivery for your firm's sales of its U.S.-produced ICI forklift trucks?

Source	Share of 2004 sales	Lead time (days)
From inventory		
Produced to order		
Total	100%	

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS

IV-B-8. (a) What is the approximate percentage of the total delivered cost to your firm's customers of its U.S.-produced ICI forklift trucks that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

IV-B-9. What is the geographic market area in the United States served by your firm's U.S.-produced ICI forklift trucks ?

☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast

☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest

☐ National ☐ Other (describe) _____

IV-B-10. Have there been any changes in the U.S. end uses of ICI forklift trucks since 1999?

☐ No ☐ Yes--Please describe.

IV-B-11. Do you anticipate any changes in terms of the U.S. end uses of ICI forklift trucks in the future?

☐ No ☐ Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-12. (a) Please list in order of importance any products that may be substituted for ICI forklift trucks. If none, please indicate. *(Substitute products are products that can, based on market price considerations and residential consumer/industrial user preferences/technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/industrial users may require greater price changes than others before they switch among the alternative products.)*

___ None (skip to question IV-B-14)

(1) _____ (2) _____ (3) _____

(b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

(c) Have changes in the prices of these products affected the price or quantity for ICI forklift trucks in the U.S. market since 1999?

☐ No

☐ Yes--Please explain how changes in the relative prices of the above substitutes affect the price or quantity of ICI forklift trucks or vice-a-versa. Also identify the percentage change in relative prices and the time lag for any such impact and whether this varies by type of ICI forklift truck or end use.

IV-B-13. Have there been any changes in the number or types of products that can be substituted for ICI forklift trucks in the U.S. market since 1999?

☐ No

☐ Yes--Please explain.

IV-B-14. Do you anticipate any changes in terms of the substitutability of other products for ICI forklift trucks in the U.S. market in the future?

☐ No

☐ Yes--Please describe, including the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-15. To what extent have changes in the prices of raw materials used to produce ICI forklift trucks affected your firm's selling prices for its U.S.-produced ICI forklift trucks during January 1999-June 2005? Also discuss any anticipated changes in your raw material costs in the future, identifying the time period(s) involved and the factor(s) that you believe would be responsible for such changes. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-16. Have any changes occurred in any other factors affecting supply (e.g., changes in availability or prices of energy or labor; transportation conditions; production capacity and/or methods of production; technology; export markets; or alternative production opportunities) that affected the availability of U.S.-produced ICI forklift trucks in the U.S. market since 1999?

☐ No ☐ Yes--Please note the time period(s) of any such changes, the factors(s) involved, and the impact such changes had on your shipment volumes and prices.

IV-B-17. (a) Do you anticipate any changes in terms of the availability of U.S.-produced ICI forklift trucks in the U.S. market in the future?

☐ Increase ☐ No Change ☐ Decrease

(b) If you anticipate changes in supply, please identify the changes including the time period and the impact of such changes on shipment volumes and prices. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

IV-B-18. Has the availability of NONSUBJECT imported ICI forklift trucks in the U.S. market changed since 1999?

☐ No ☐ Yes--Please explain and include country(ies) of origin.

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-19. Are ICI forklift trucks produced in the United States and in other countries interchangeable (i.e., can they physically be used in the same applications)? Please indicate below, using "A" to indicate that the products from a specified country-pair are *always* interchangeable, "F" to indicate that the products are *frequently* interchangeable, "S" to indicate that the products are *sometimes* interchangeable, "N" to indicate that the products are *never* interchangeable, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other country 1	Other country 2	Other country 3
United States					
Japan					
Other country 1					
Other country 2					

¹ For any country-pair producing ICI forklift trucks which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

Identify: Other country 1–

Other Country 2–

Other country 3--

PART IV.--PRICING AND MARKET FACTORS--Continued**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-20. Are differences other than price (i.e., quality, availability, transportation network, product range, technical support, etc.) between ICI forklift trucks produced in the United States and in other countries a significant factor in your firm's sales of the products? Please indicate below, using "A" to indicate that such differences are *always* significant, "F" to indicate that such differences are *frequently* significant, "S" to indicate that such differences are *sometimes* significant, "N" to indicate that such differences are *never* significant, and "0" to indicate *no familiarity* with products from a specified country-pair.¹

Country-pair	United States	Japan	Other country 1	Other country 2	Other country 3
United States					
Japan					
Other country 1					
Other country 2					

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of ICI forklift trucks, identify the country-pair and report the advantages or disadvantages imparted by such factors:

Identify: Other country 1--

Other Country 2--

Other country 3--

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

- IV-B-21. a) Please explain below for the U.S. market the extent to which prices and quantities of used ICI forklift trucks may have affected the prices and quantities of new ICI forklift trucks since 1999.

- b) Is this impact expected to change in the future?

No ☐ Yes ☐ If yes, please explain below, noting the future time period, the expected change, and reason(s) for the change.

- IV-B-22. a) Please identify and describe any financial support programs/efforts (examples include floorplans and advertising allowances, but may also include other financial support) that your firm offered to U.S. dealers of its U.S.-produced ICI forklift trucks since 1999. Include your financial support to the dealer for its purchases of your ICI forklift trucks and its sales of these products to end users.

- b) Please report below your firm's total annual expenditures (in dollars) on these financial support programs/efforts during 2003 and 2004 that applied to U.S. sales of its U.S.-produced ICI forklift trucks. Report separately for each period shown.

2003: _____ 2004: _____

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-B.--PRICE-RELATED QUESTIONS--Continued

IV-B-23. a) Please identify and describe your various lease programs offered by your firm to its U.S. national-account end-user customers for your firm's U.S.-produced ICI forklift trucks.

b) Please estimate the share of your firm's 2004 shipments of its U.S.-produced ICI forklift trucks to its U.S. national-account end-user customers that were outright sales and those that were leases; report separately for each type of lease program identified above.

c) Is the price structure for each type of lease and for outright sales different from each other, or do the prices of your U.S.-produced forklift trucks to its U.S. national-account end-user customers remain unchanged by type of lease and by lease versus sale?

No ☐ Yes ☐ If yes, please explain below differences in the price structure.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS

- IV-C-1. Describe how easily your firm can shift sales of its U.S.-produced ICI forklift trucks between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints that would prevent or retard your firm from shifting its U.S.-produced ICI forklift trucks between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

- IV-C-2. Have there been any significant changes in the product range, product mix, or marketing (including sales over the internet) of ICI forklift trucks in the U.S. market since 1999?

☐ No ☐ Yes--Please describe and quantify if possible.

- IV-C-3. Do you anticipate any changes in terms of the product range, product mix, or marketing (including sales over the internet) of ICI forklift trucks in the U.S. market in the future? Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

☐ No ☐ Yes--Please identify, including the time period.

- IV-C-4. a) How has demand within the United States for ICI forklift trucks changed since 1999?

☐ Increased ☐ Unchanged ☐ Decreased

☐ Other (describe) _____

What were the principal factors affecting changes in demand?

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS--Continued

IV-C-4. b) How has demand outside the United States, if known, for ICI forklift trucks changed since 1999?

☐

Increased

☐

Unchanged

☐

Decreased

☐

Other (describe) _____

What were the principal factors affecting changes in demand?

IV-C-5. Do you anticipate any future changes in ICI forklift trucks demand in the United States and, if known, the rest of the world?

United States:

☐

No

☐

Yes--Please describe and identify the time period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

Rest of the world:

☐

No

☐

Yes--Please describe and identify the time period and countries or regions. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

United States: _____

Rest of world: _____

IV-C-6. Please compare market prices of ICI forklift trucks in U.S. and non-U.S. markets, if known. Provide specific information as to time periods, specific ICI forklift truck products, regions, and any other factors that would be appropriate for accurate price comparisons. Provide supporting documentation, if available.

PART IV.--PRICING AND MARKET FACTORS--Continued

Section IV-C.--MARKET FACTORS--Continued

IV-C-7. Please provide as a separate attachment to this request any studies, surveys, etc. that you are aware of that quantify and/or otherwise discuss ICI forklift trucks supply (including production capacity and capacity utilization) and demand in (1) the United States, (2) each of the other major producing/consuming countries, including Japan, and (3) the world as a whole. Of particular interest is such data from 1999 to the present and forecasts for the future.

IV-C-8. Please estimate the cost and time necessary to build a greenfield ICI-forklift truck plant in the United States and indicate the annual capacity in number of forklift trucks.

IV-C-9. Please estimate the cost and time necessary to add production capacity to an existing ICI-forklift truck plant in the United States and indicate the increased annual capacity in the number of additional forklift trucks.

IV-C-10. Are your exports of U.S.-produced ICI forklift trucks subject to any tariff or non-tariff barriers to trade in other countries?

☐ No ☐ Yes--Please list the countries and describe any such barriers and any significant changes in such barriers that have occurred since 1999, or that are expected to occur in the future.

IV-C-11. Does your firm sell its U.S.-produced ICI forklift trucks over the internet?

☐ No ☐ Yes--Please describe, noting the estimated percentage of your firm's total sales of ICI forklift trucks in 2004 accounted for by internet sales.
